

Message Text

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PAGE 01 DOHA 00801 180637Z
ACTION NEA-11

INFO OCT-01 AF-10 ISO-00 EB-08 /030 W
-----121330 180639Z /21

R 171212Z JUN 78
FM AMEMBASSY DOHA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3741
AMEMBASSY ABU DHABI
AMEMBASSY LILONGWE
AMCONSUL DHAHRAN
AMEMBASSY GABORONE
AMEMBASSY JIDDA
AMEMBASSY KINSHASA
AMEMBASSY KUWAIT
AMEMBASSY LUSAKA
AMEMBASSY MANAMA
AMEMBASSY MASERU
AMEMBASSY MBABANE
AMEMBASSY MUSCAT
AMEMBASSY MAIROBI

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E.O. 11652: N/A
TAGS: BDIS, QA
SUBJECT: EURO-AMERICAN ESTABLISHMENT, INC., OF BOISE, IDAHO

1. ALL POSTS IN AREA SHOULD BE AWARE THAT REPRESENTATIVES OF
EURO-AMERICAN ESTABLISHMENT ARE AGAIN SWEEPING THROUGH NEAR EAST
AND AFRICA. MODUS OPERANDI IS SAME AS IN PAST YEARS: YOUNG FEMALE
SALESPERSONS (SAID, AT TIMES, TO HAVE INTERESTING BUT NOT NOVEL
METHODS OF OVERCOMING SALES RESISTANCE) SELLING PROMISES OF LATER
MAIL DELIVERY OF ENCYCLOPEDIAS, MEDICAL AND TECHNICAL BOOKS,
CHILDRENS BOOKS AND JUST ABOUT ANYTHING ELSE PRINTED. SALESPERSONS
IN THIS MARKET HAVE ALL BEEN U.K. CITIZENS, SINCE ONLY U.K.

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CITIZENS CAN GET LONG-TERM AIRPORT VISAS.

2. SALES REPRESENTATIVES NOW SEEM TO HAVE LEFT QATAR AFTER HAVING
BEEN THREATENED WITH ARREST BY DISGRUNTLED CUSTOMERS FROM LAST
YEAR'S CAMPAIGN. EMBASSY KNOWS OF ONE CASE IN WHICH A 1977
CUSTOMER WAS REFUNDED ALL MONEY HE HAD PAID. HIS METHOD WAS TO
OFFER TO DO SEVERE BODILY HARM TO MALE LEADER OF SALES GROUP,

"EITHER AN AMERICAN OR BRITISH CITIZEN," ACCORDING TO INFORMANT,
TO BE FOLLOWED BY A VERY LONG STINT ON A WORK GANG ON HALUL ISLAND.
INFORMANT WAS CHEERFULLY GIVEN FULL REFUND AND SALES TEAM QUICKLY
LEFT COUNTRY BEFORE WORD GOT AROUND ABOUT HOW IT WAS ACCOMPLISHED.

3. SUGGEST INFO POSTS MAY WISH TO INFORM CUSTOMERS IN THEIR
AREAS HOW REFUND WAS EFFECTED IN QATAR.
KILLGORE

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NNN

Message Attributes

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Disposition Case Number: n/a
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